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THE WEEKLY OF
BUSINESS AVIATION

DAVE COLLOGAN/EDITOR
KATHRYN BLEDSOE/ASSISTANT EDITOR
1156 15th STREET, N.W./WASHINGTON, D.C. 20005
PHONE: (202) 822-4600/TELEX: 89-2447

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MORE THAN A DOZEN AVIATION GROUPS TO TESTIFY AT IRS HEARINGS

At least half of the 28 groups or individuals scheduled to testify this Thursday at an Internal Revenue Service hearing on fringe benefit taxation will be representing some facet of the aviation industry. Schedule published by IRS indicates that general aviation interests will be well represented with testimony from representatives of the General Aviation Manufacturers Association, Cessna Aircraft, the Corning Glass Works flight department and the chairman of Corning, the National Business Aircraft Association, Executive Air Fleet, National Air Transportation Association and the Aircraft Owners and Pilots Association. In addition, Rep. Dan Glickman (D-Kan.) is scheduled to be the first speaker at Thursday's hearing. Glickman is one of the leaders in the ongoing legislative effort to overturn existing IRS valuations for the personal use of business aircraft *(BA, April 8/105)*.

Although it appears likely that Congress will complete action in the near future to require IRS to modify its existing regulations regarding taxation of business aircraft, aviation interests are taking this week's IRS hearings seriously. Industry lobbyists note that it is still important to convince IRS that its current valuation scheme drastically inflates the value of travel on company-owned aircraft, adding that the nature of the legislation that led to the IRS fringe benefit regulations could still be subject to interpretations by IRS that could have an adverse impact on aviation.

This week's IRS hearings are scheduled to take up three days. While aviation dominates the third day, the first two sessions will include testimony from a wide range of interest groups, many of whom are expected to object to IRS regulations regarding the use of company-owned automobiles. Among those scheduled to testify are representatives of: the American Pulpwood Association, the Professional Photographers of America, the National Association of Plumbing and Heating Contractors, leasing companies, tax attorneys and accountants, a number of state and local law enforcement agencies and the Panama Canal Commission.

JAMES TAYLOR NOMINATED FOR SEAT ON LEARJET BOARD OF DIRECTORS

James B. Taylor, who recently retired as chairman of Canadair's U.S. marketing subsidiary, has been nominated for a seat on the Gates Learjet Corp. board of directors. Announcement of Taylor's nomination to the board was made in a proxy statement and notice of the company's annual shareholders meeting, which is scheduled for May 8 in Tucson, Ariz.

The notice to stockholders identifies Taylor, 63, as having been chairman of Canadair, Inc. from 1983 to retirement on the first day of 1985 and prior to that as senior vice president of Canadair Ltd. and president and chief executive officer of Canadair Inc. from 1980 to 1983. Taylor is widely recognized as one of the most successful business jet marketers in the industry. He headed marketing efforts in the U.S. for Dassault when the Falcon line of aircraft was introduced in the 1960s. He moved to Wichita to head marketing of Cessna's Citation business jet line in the early 1970s before moving to Canadair to oversee marketing efforts for the Challenger business jets.

The Learjet board currently includes eight members, all of whom are up for election, including Charles C. Gates, who owns or exercises control over 7.8 million shares of Learjet stock, 64.8 percent of the total

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BUSINESS/PERSONAL AIRCRAFT INDUSTRY – MARCH UNIT SHIPMENTS

		March 85	Cal. Year
BEECH AIRCRAFT CORP.			
• Single-Engine			
BE-77	Skipper	0	0
BE-C23	Sundowner	0	0
BE-C24R	Sierra	0	0
BE-F33A	Bonanza	1	4
BE-V35B	Bonanza	0	0
BE-A36	Bonanza	4	14
BE-B36TC	Bonanza	0	0
• Multi-Engine			
BE-B55	Baron	0	0
BE-E55	Baron	0	0
BE-58	Baron	3	7
BE-58TC	Baron	0	0
BE-58P	Baron	1	3
BE-76	Duchess	2	2
BE-B60	Duke	0	0
BE-C99	Airliner	0	0
BE-C90-1	King Air	2	4
BE-F90-1	King Air	1	2
BE-B100	King Air	0	0
BE-200	Super King Air	4	7
BE-200C	Super King Air	0	1
BE-300	Super King Air	5	9
BE-200T	Super King Air	0	0
BE-C99	Commuter	0	0
BE-1900	Commuter	0	0
BE-1900C	Commuter	3	5
TOTAL		26	58
Manufacturers net billing – $32,623,781.74			
BRITISH AEROSPACE			
• Multi-Engine			
BAe	Jetstream 31	4	5
HS-748		0	0
BAe 146-100		2	2
BAe 146-200		0	1
HS-125-600	Model A	0	2
HS-125-800	Model B	2	2
TOTAL		8	12
PILATUS BRITTEN-NORMAN LTD.			
• Multi-Engine			
BN-2B	Islander	0	0
BN-2T	Islander	0	0
Mark III	Trislander	0	0
TOTAL		0	0
CANADAIR LIMITED			
• Multi-Engine			
CL-600	Challenger	0	1
CL-601	Challenger	0	0
TOTAL		0	1
CESSNA AIRCRAFT CO.			
• Single-Engine			
CE-152		2	19
CE-A152	Aerobat	0	0
CE-172	Skyhawk	21	60
CE-172	Cutlass	2	2
CE-172RG	Cutlass	3	4
CE-182	Skylane	6	26
CE-182	Turbo Skylane	0	0
CE-182RG	Skylane RG	1	4
CE-182RG	Turbo Skylane RG	0	1
CE-185	Skywagon	2	6
CE-U206	Stationair 6	1	9
CE-TU206	Turbo Stationair 6	1	9
CE-207	Stationair 8	0	0
CE-TU207	Turbo Stationair 8	0	0
CE-210	Centurion	1	2
CE-T210	Turbo Centurion	2	5
CE-P210	Pressurized Centurion	1	6
CE-188	AgHusky	0	0
CE-188	AgTruck	0	0
• Multi-Engine			
CE-303	Crusader	0	2
CE-335		0	0
CE-340		0	0
CE-402		1	2
CE-404	Titan	0	0
CE-414	Chancellor	0	0
CE-421	Golden Eagle	0	0
CE-208	Caravan I	3	5
CE-425	Conquest I	3	13
CE-441	Conquest II	5	9
CE-500	Citation I	2	2
CE-550	Citation II	0	0
CE-550S/II	Citation II	6	11
CE-650	Citation III	1	6
CESSNA/REIMS AVIATION			
• Single-Engine			
CE-F152		0	1
CE-F152	Aerobat	0	0
CE-F172	Skyhawk	0	0
CE-FR172	Hawk XP	0	0
CE-F182	Skylane	0	0
CE-F182RG	Skylane RG	0	0
TOTAL		64	204
Manufacturers net billing – $44,328,294			
AVIONS-MARCEL DASSAULT			
• Multi-Engine			
AD-My.10	Falcon	0	0
AD-My.20	Falcon	0	0
AD-My.200	Falcon	0	4
AD-My.50	Falcon	1	2
TOTAL		1	6
De HAVILLAND AIRCRAFT OF CANADA			
• Multi-Engine			
DHC-5		0	0
DHC-6		3	6
DHC-7		0	1
TOTAL		3	7
EMBRAER			
• Single-Engine			
EMB-200		0	0
EMB-201	Ipanema	2	8
EMB-710	Carioca (PA-28-235 Dakota)	0	2
EMB-711	Corisco (PA-28RT-201 Arrow)	2	2
EMB-712	Tupi (PA-28-181 Archer II)	0	0
EMB-720	Minuano (PA-32-310 Seratoga)	0	0
EMB-721	Sertanejo (PA-32R-301 Seratoga)	1	1
• Multi-Engine			
EMB-110P	Bandeirante	0	7
EMB-110P1A	Bandeirante	0	0
EMB-121	Xingu	0	1
EMB-810D	Seneca II	3	9
EMB-820	Chieftain	0	1
TOTAL		8	31
FAIRCHILD AIRCRAFT CORP.			
• Multi-Engine			
Merlin III-C		0	0
Fairchild 300		0	0
Merlin IV-C		0	1
Metro III		2	3
Expediter		0	0
TOTAL		2	4
GATES-LEARJET			
• Multi-Engine			
LR-25D		0	0
LR-29		0	0
LR-35A		1	2
LR-36A		0	0
LR-55		1	2
TOTAL		2	4
GULFSTREAM AEROSPACE			
• Multi-Engine			
GR-1159A	Gulfstream III	6	7
AE-840	Turbo Commander	0	0
AE-900	Commander 900	0	0
AE-980		0	0
AE-1000		0	5
TOTAL		6	12

		March 85	Cal. Year
ISRAEL AIRCRAFT INDUSTRIES			
• Multi-Engine			
1124	Westwind 1	0	0
1124A	Westwind 2	0	0
TOTAL		0	0
LAKE AIRCRAFT			
• Single-Engine			
LA-4-200EP		1	3
LA-250	Renegade	1	2
TOTAL		2	5
MAULE AIR INC.			
• Single-Engine			
M-5-180C		4	6
M-5-200		0	0
M-5-235C	Lunar Rocket	0	1
M-6-235		0	0
M-7-180		3	5
M-7-235	Super Rocket	2	5
TOTAL		9	17
Manufacturers net billing – $324,942			
MITSUBISHI			
• Multi-Engine			
Solitaire		0	0
Marquise		1	1
Diamond		1	2
TOTAL		2	3
MOONEY AIRCRAFT CORP.			
• Single-Engine			
M-20J	201	7	15
M-20K	231	0	10
TOTAL		7	25
PIPER AIRCRAFT CORP.			
• Single-Engine			
PA-38-112	Tomahawk	0	0
PA-28-161	Warrior	3	15
PA-28-181	Archer II	11	22
PA-28-236	Dakota	1	4
PA-28RT-201T	Turbo Arrow IV	2	8
PA-32-301	Saratoga	2	7
PA-32R-301	Saratoga SP	0	0
PA-32R-301T	Turbo Saratoga SP	3	6
PA-46-310P	Malibu	9	25
• Multi-Engine			
PA-31-350	Chieftain	2	3
PA-31P-350	Mojave	2	9
PA-31T-500	Cheyenne I	0	0
PA-31T-500	Cheyenne IA	0	2
PA-31T-620	Cheyenne II	0	0
PA-31T2-620	Cheyenne IIXL	0	0
PA-42-720	Cheyenne III	0	0
PA-42-720	Cheyenne IIIA	0	0
PA-42-400LS	Cheyenne	4	7
PA-34-220T	Seneca III	5	12
PA-44-180	Seminole	0	1
PA-44-180T	Turbo Seminole	5	5
PA-700P	Aerostar	2	7
PA-T1020		0	0
PA-T1040		0	0
TOTAL		51	133
Manufacturers net billing – $15,269,579			
SHORT BROTHERS LTD.			
• Multi-Engine			
SBJ-CS-7	Skyvan	0	0
SD-3-30		0	0
SD-3-60		0	1
TOTAL		0	1
	SINGLE-ENGINE	102	318
	MULTI-ENGINE	89	205
	GRAND-TOTAL	191	523

UNIT SHIPMENTS COMPARATIVE TREND: 18 MANUFACTURERS

	March			Calendar Year to Date		
	1985	1984	1983	1985	1984	1983
Beech	26	36	39	58	110	81
British Aerospace	8	3	3	12	8	5
Britten Norman	0	4	1	0	4	1
Canadair	0	2	*	1	5	*
Cessna	64	69	87	204	192	306
Dassault	1	3	2	6	6	7
De Havilland	3	2	*	7	8	*
Embraer	8	4	10	31	24	25
Fairchild	2	2	2	4	5	4
Gates	2	2	4	4	3	7
Gulfstream	6	4	8	12	12	16
Israel	0	2	1	0	3	2
Lake	2	3	4	5	4	6
Maule Aircraft Inc.	9	4	3	17	5	*
Mitsubishi	2	0	6	3	3	12
Mooney	7	15	12	25	30	32
Piper	51	70	64	133	152	192
Short	*	12	*	1	14	4
TOTAL	191	237	240	523	590	693

Parentheses show actual Embraer deliveries, not including aircraft kits.
* Figures not available.

NOTE

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